



Campus Media Inc 165 West 46 Street New York 10036 NY Area 212 245-0950

6 April 1971

Mr. Mark Hoffman
The Ivy Network Corporation
242-A Yale Station
New Haven Connecticut 06520

Dear Mark:

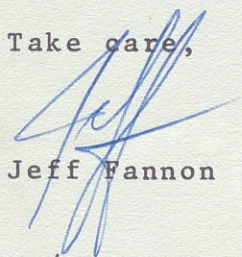
As per your request, I've gone through all our books relative to Ivy stations and orders we've placed so far this year; the result is not going to make you happy and doesn't give me much pleasure either.

Anyway....

The enclosed summaries are pretty much self-explanatory though if you have any questions, please call. The main thing is that we are assessing Ivy penalties totaling \$597.11 for lateness in arrival of affidavits. In addition, WXPB's not airing of the SCREEN GEMS JOHNNY CASH SHOW spots and the SPOTS ILLUSTRATED spots and WVBC's inexcusable lateness of CATCH-22 totals an additional \$394.60 lost to you, the station, and us.

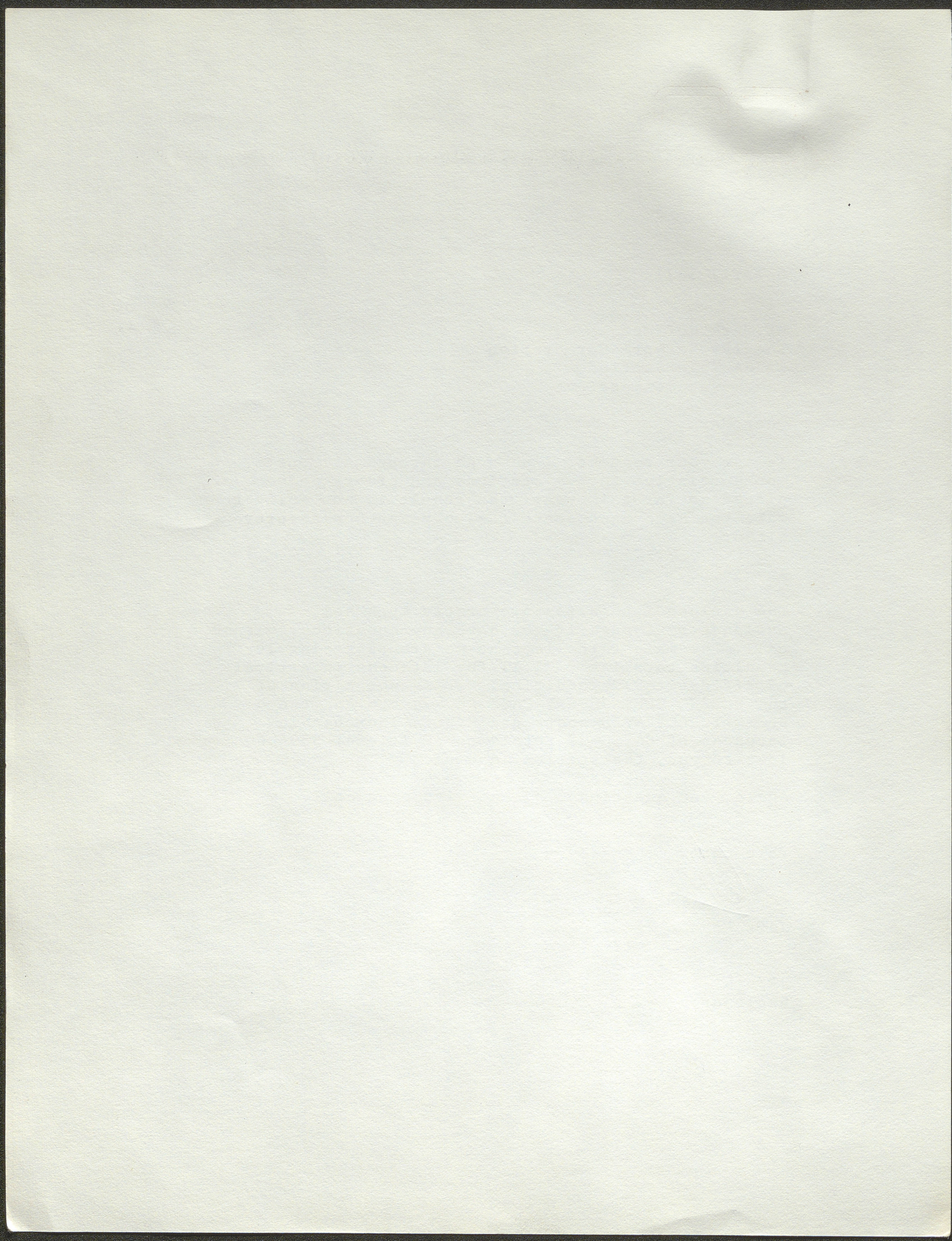
Again, any questions, please give me a call.

Take care,



Jeff Fannon

JF/pjb
enclosures

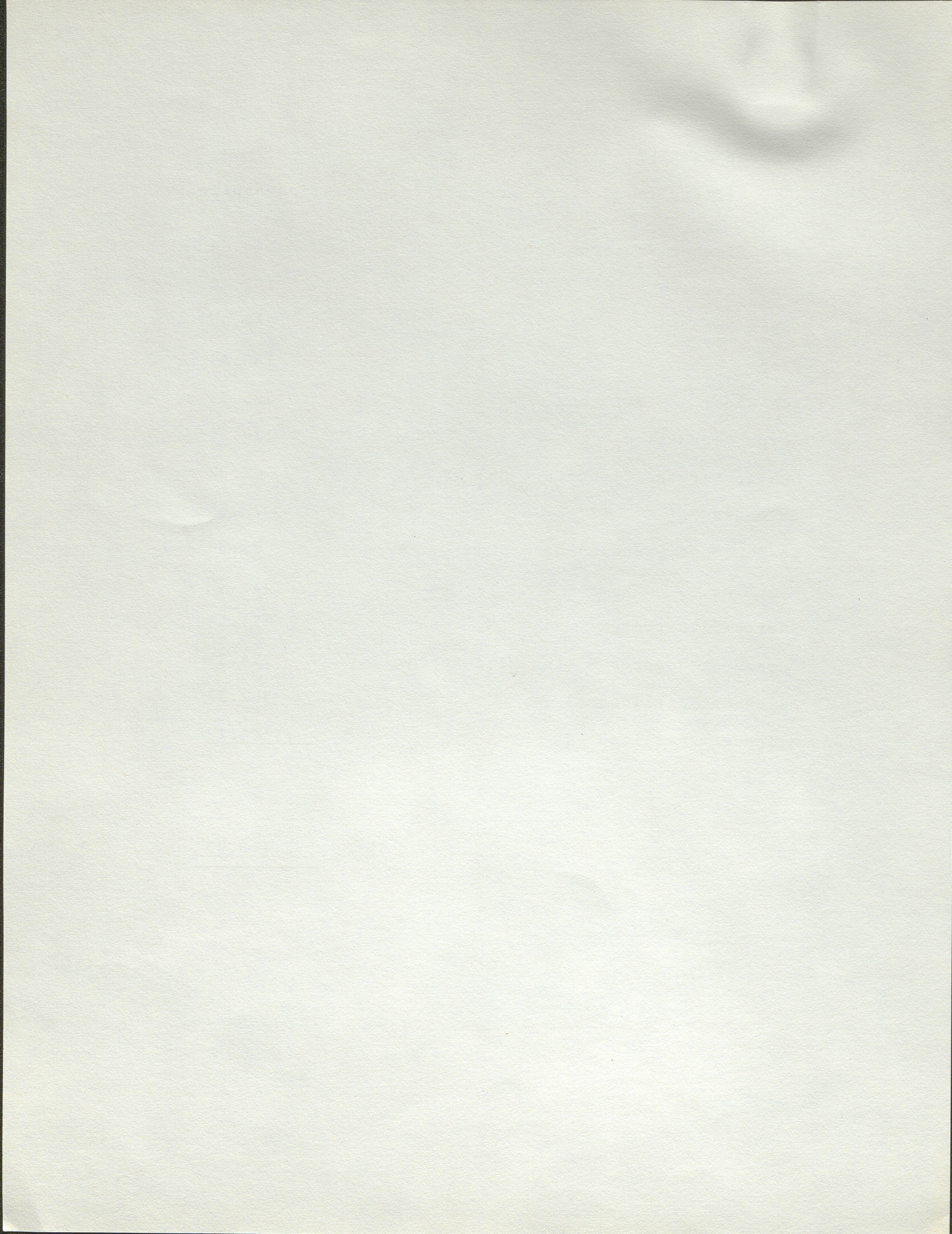


Account due IVY

Affidavits received and checked; penalties applied where due

Dick Fischer Sporting Goods	648.64	682.73
Sneak Preview	102.40	154.85
Ampex Records - Jesse Winchester	349.00	484.75
Flap	186.40	243.50
RCA Records - Hot Tuna	265.53	299.11
Xerox Recruiting	119.20	119.20
Public Service Electric & Gas of N.J.	LRN 62.32	82.09 + RSW added
La Causa	79.85	103.30
Screen Gems - Johnny Cash Show	95.38	124.63
MCA, Inc.	318.36	379.29 + TBS?
Sports Illustrated	955.14	969.39
Paramount Records - King Biscuit Boy	254.32	254.32
Allegheny Airlines #1	562.57	1711.21
Allegheny Airlines #2	<u>1144.12</u>	
		+ HRB #1 LRN #2
		1608.07 + 4 other
TOTAL DUE IVY	<u>\$5,143.23</u>	

MESS



Accounts due IVY

New accounts, affidavits not due until at least 4/10

Allegheny #3

WHRB - 83.09
WTBS - 83.09
WPRB - 83.09
WKCR - 83.09
WLRN - 83.09
WXPB - 83.09

total 498.54 ✓ *sh*

Allegheny #4

WYBC - 83.09
WVBC - 83.09
WTBU - 83.09
WRSU - 83.09
WRUC - 83.09 - *not in my order*

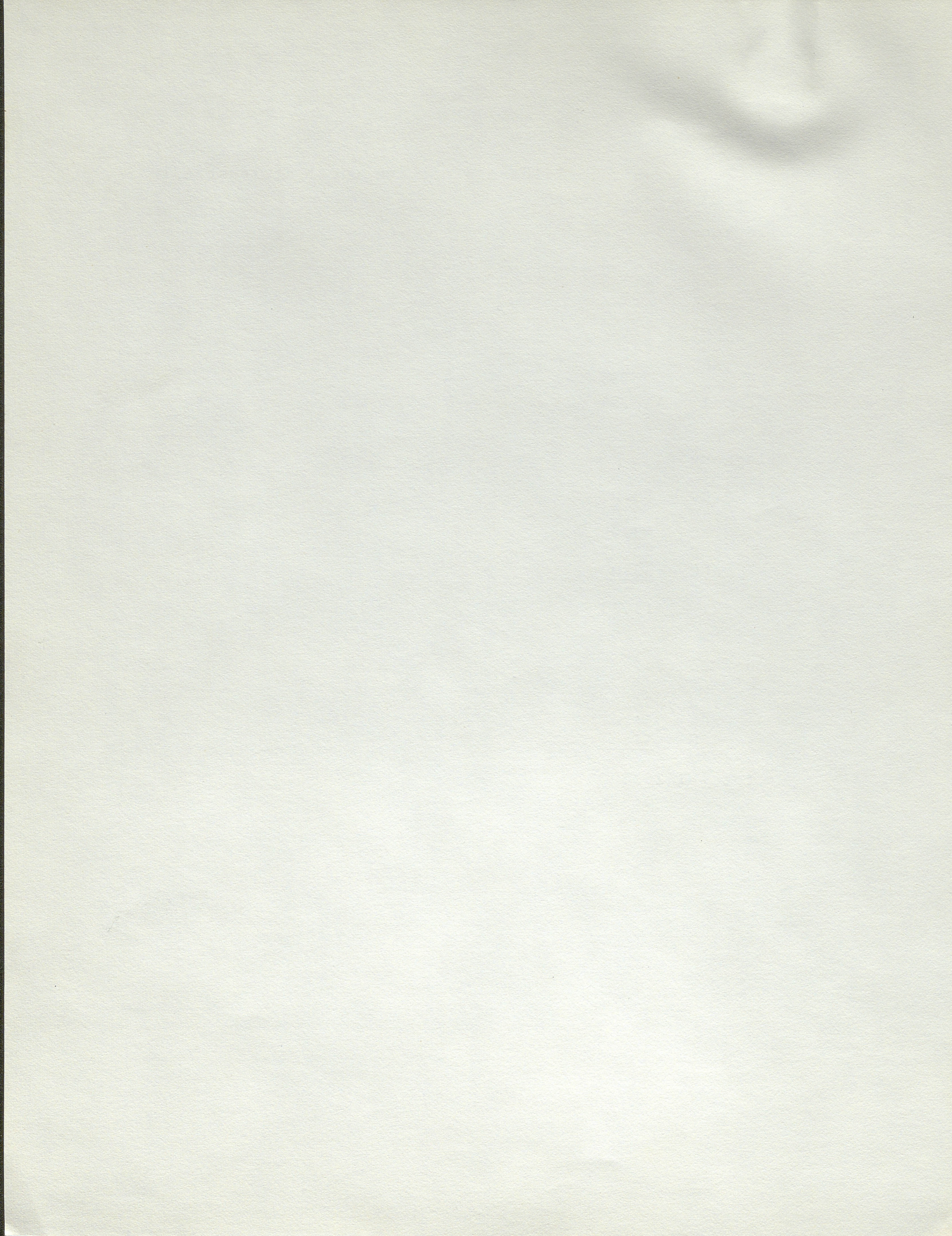
total 415.45 ✓ *sh*

Janus Records

WTBU - 54.01 *Billed 4/7/71*
WXPB - 54.01 *Br*
WBRU - 54.01

total 162.03 ✓ *sh*

OK



Account due IVY

Affidavits due but not received; payments listed as
totals without application of penalties

Paramount Records - King Biscuit Boy

WTBU - 127.16 *Billed 4/7/71*
total 127.16 *In 4/2/71 4wk. late Due 3/10*

Ampex Records

WHRB - 99.71
total 99.71 ✓ *4mo. late Due 11/10*

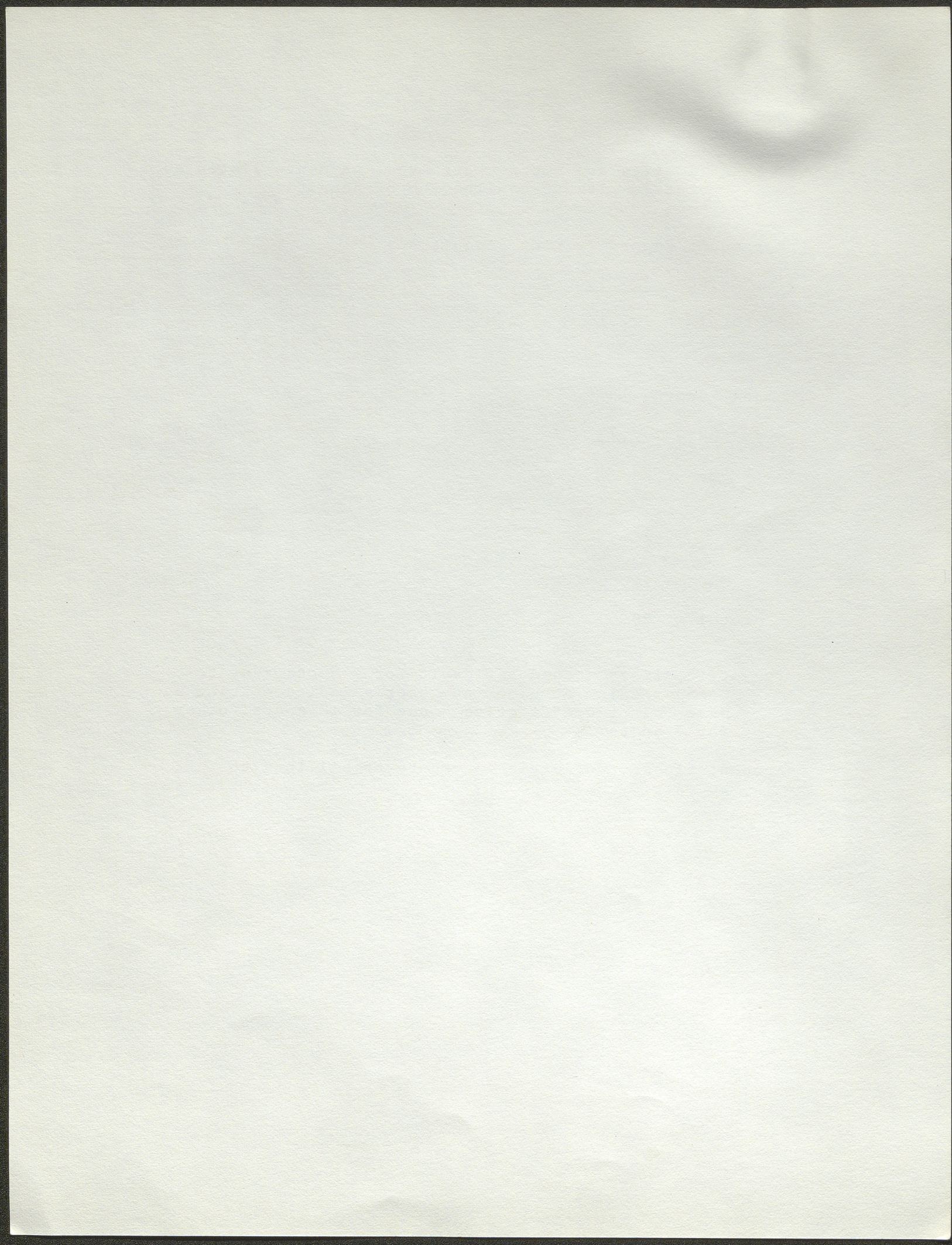
MCA, Inc.

WRUC - 29.09 ✓ *Affidavits sent w/ bill for 17 spots on 12/17 -*
total 29.09 ? *1 week late*

Ivy office lists second affidavit for 7 spots sent to
Campus Media Inc, checking records indicates that we
have only two affidavits, one for 10 spots, other
for 7 spots *ph ? JL*

Account closed, no further payments or billings to
be made. ✓

OK

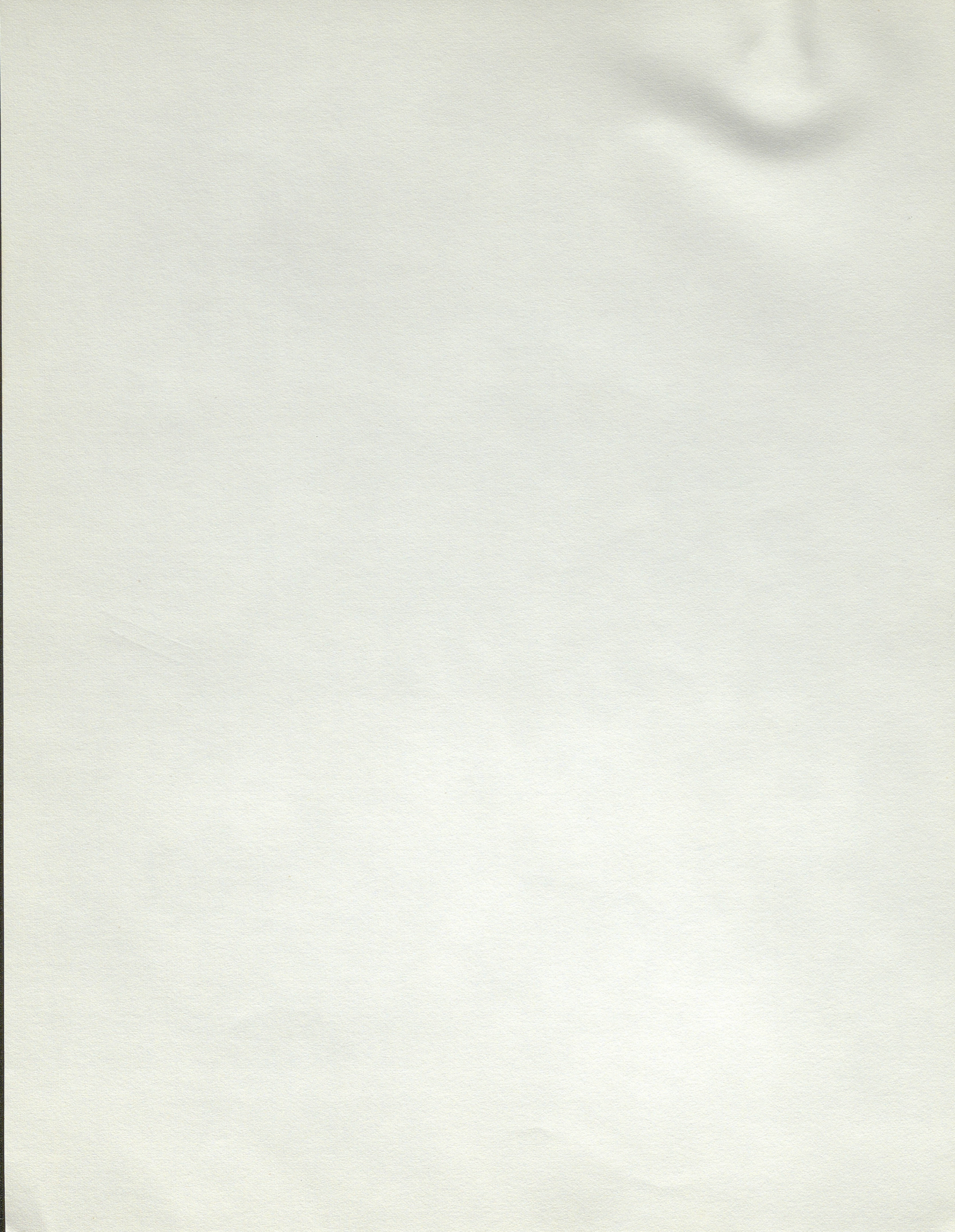


JOHNNY CASH SHOW - SCREEN GEMS

*We
billed as
60's*

WVBC	15 30-sec spots @ 4.40	66.00	
	less 15%	9.90	
	less Campus	<u>8.41</u>	
	TOTAL DUE	47.69	47.69
WTBU	15 30-sec spots @ 4.40	66.00	
	less 15%	9.90	
	less Campus	<u>8.41</u>	
	TOTAL DUE	47.69	47.69
WXPB	NO SPOTS AIRED		<u>00.00</u>
TOTAL DUE IVY			\$95.38

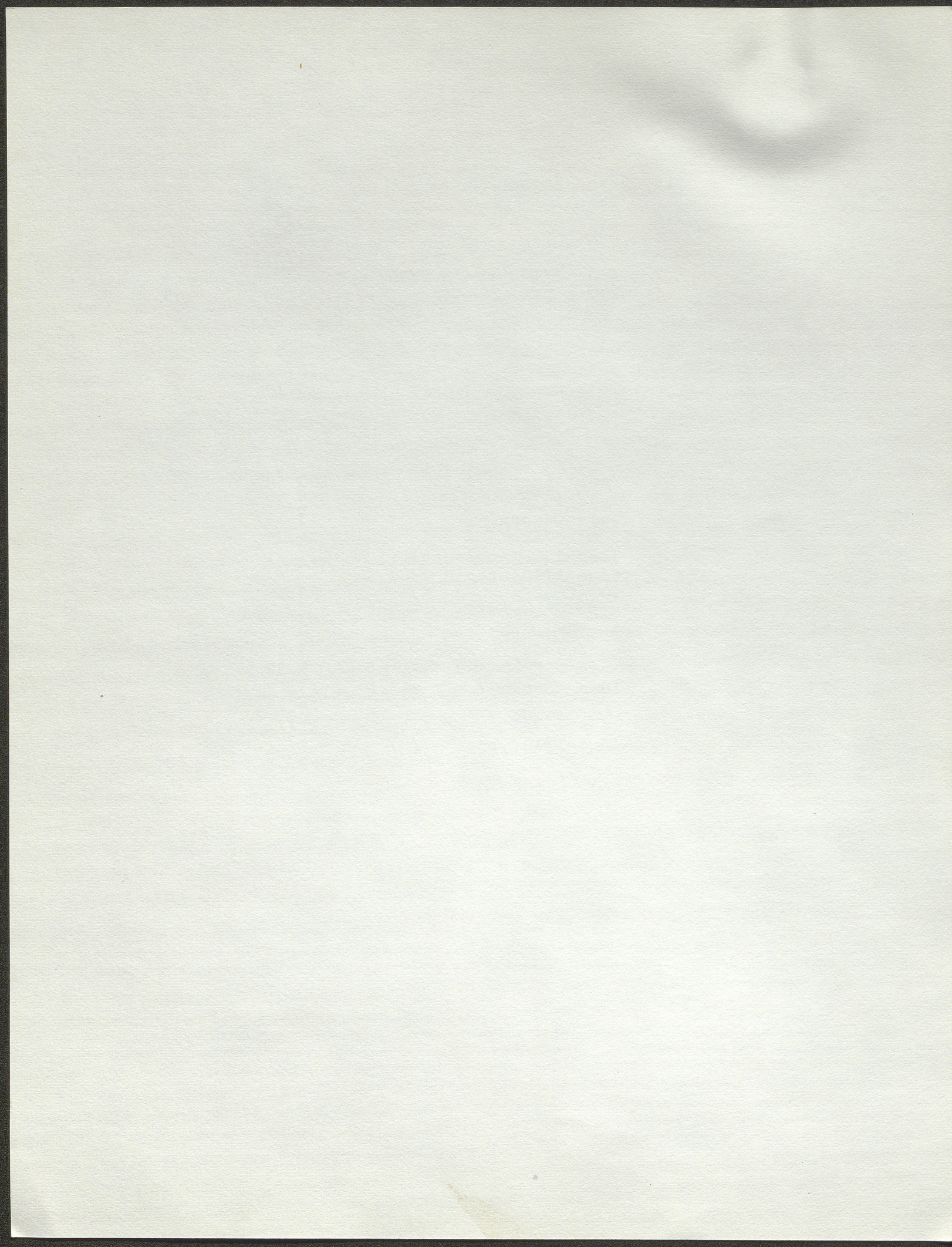
ok



RCA RECORDS - HOT TUNA

WTBU	18 60-sec spots \$ 5.75	103.50	
	less 15%	15.52	
1c	less Campus	13.19	
	SUB TOTAL	<u>74.79</u>	
	less 15% late penalty (due 1/10, rec'd 2/9)	<u>11.21</u>	
	TOTAL DUE	63.58	63.58
WDCR	18 60-sec spots @ 5.75	103.50	
	less 15%	15.52	
	less Campus	<u>13.19</u>	
	TOTAL DUE	74.79	74.79
WPRB	18 60-sec spots @ 5.75	103.50	
	less 15%	15.52	
1c	less Campus	13.19	
	SUB TOTAL	<u>74.79</u>	
	less 15% late penalty (due 1/10, rec'd 2/9)	<u>11.21</u>	
	TOTAL DUE	63.58	63.58
WKCR	18 60-sec spots @ 5.75	103.50	
	less 15%	15.52	
	less Campus	13.19	
	SUB TOTAL	<u>74.79</u>	
	less 15% late penalty (due 1/10, rec'd 2/9)	<u>11.21</u>	
	TOTAL DUE	63.58	<u>63.58</u>
TOTAL DUE IVY			\$265.53 ✓

OK



DICK FISCHER SPORTING GOODS

WHRB	60 60-sec spots @ 5.25	315.00	
	less 15% agency	47.25	
	less Campus	<u>40.16</u>	
	SUB TOTAL	227.59	
	less 15% late penalty (due 1/10, rec'd 2/9)	<u>34.13</u>	
	TOTAL DUE	193.46	193.46

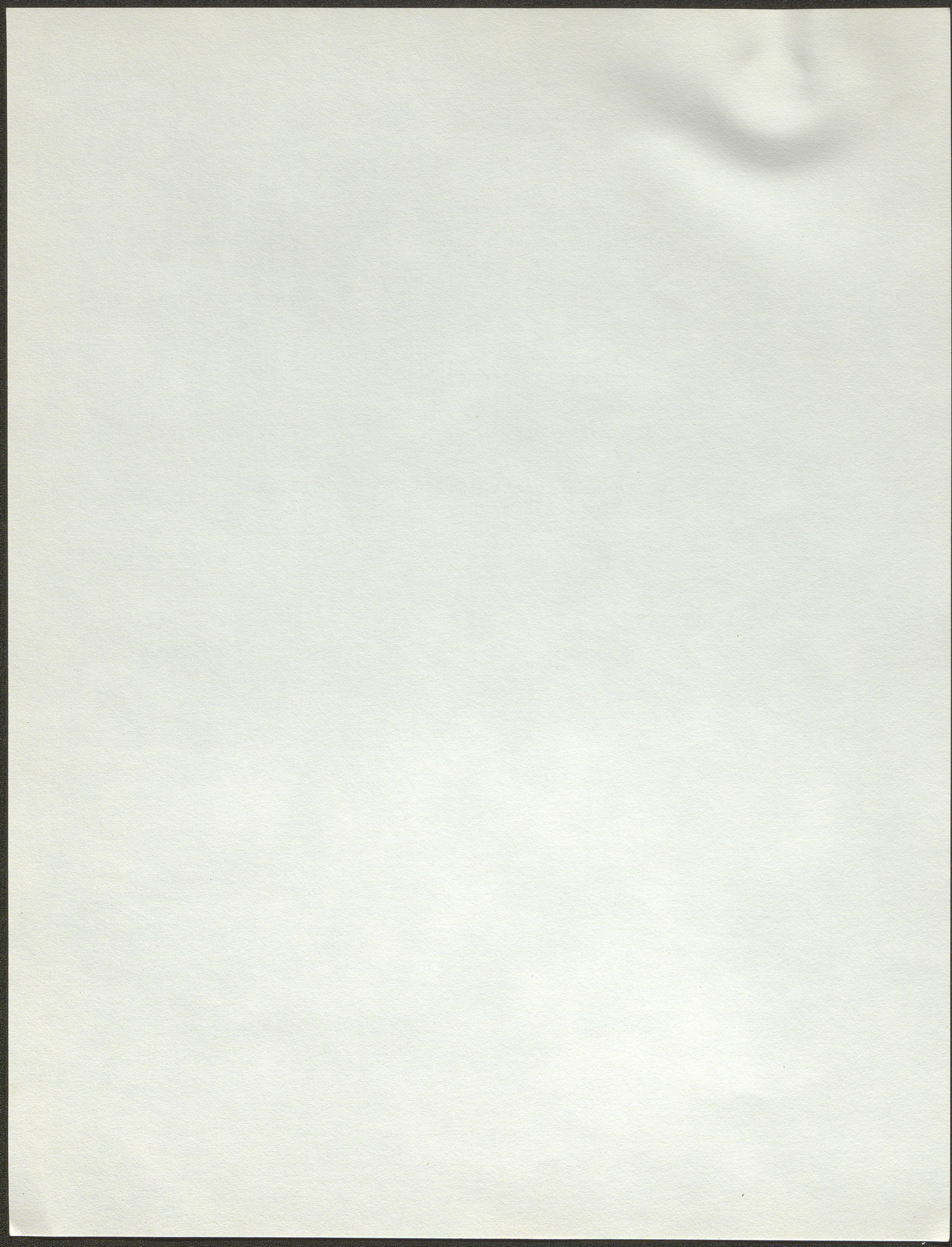
WTBS	60 60-sec spots @ 5.25	315.00	
	less 15% agency	47.25	
	less Campus	<u>40.16</u>	
	TOTAL DUE	227.59	227.59

WTBU	60 60-sec spots @ 5.25	315.00	
	less 15% agency	47.25	
	less Campus	<u>40.16</u>	
	TOTAL DUE	227.59	<u>227.59</u>

TOTAL DUE IVY

\$648.64 ✓

OK
//



SNEAK PREVIEW

billed as 60's

WVBC	10 30-sec spots @ 3.80	38.00	
	less 15%	<u>5.70</u>	
	SUB TOTAL	32.30	
	less 15% late penalty	<u>8.07</u>	
	(due 1/10, rec'd 3/8)		
	TOTAL DUE	24.23	24.23

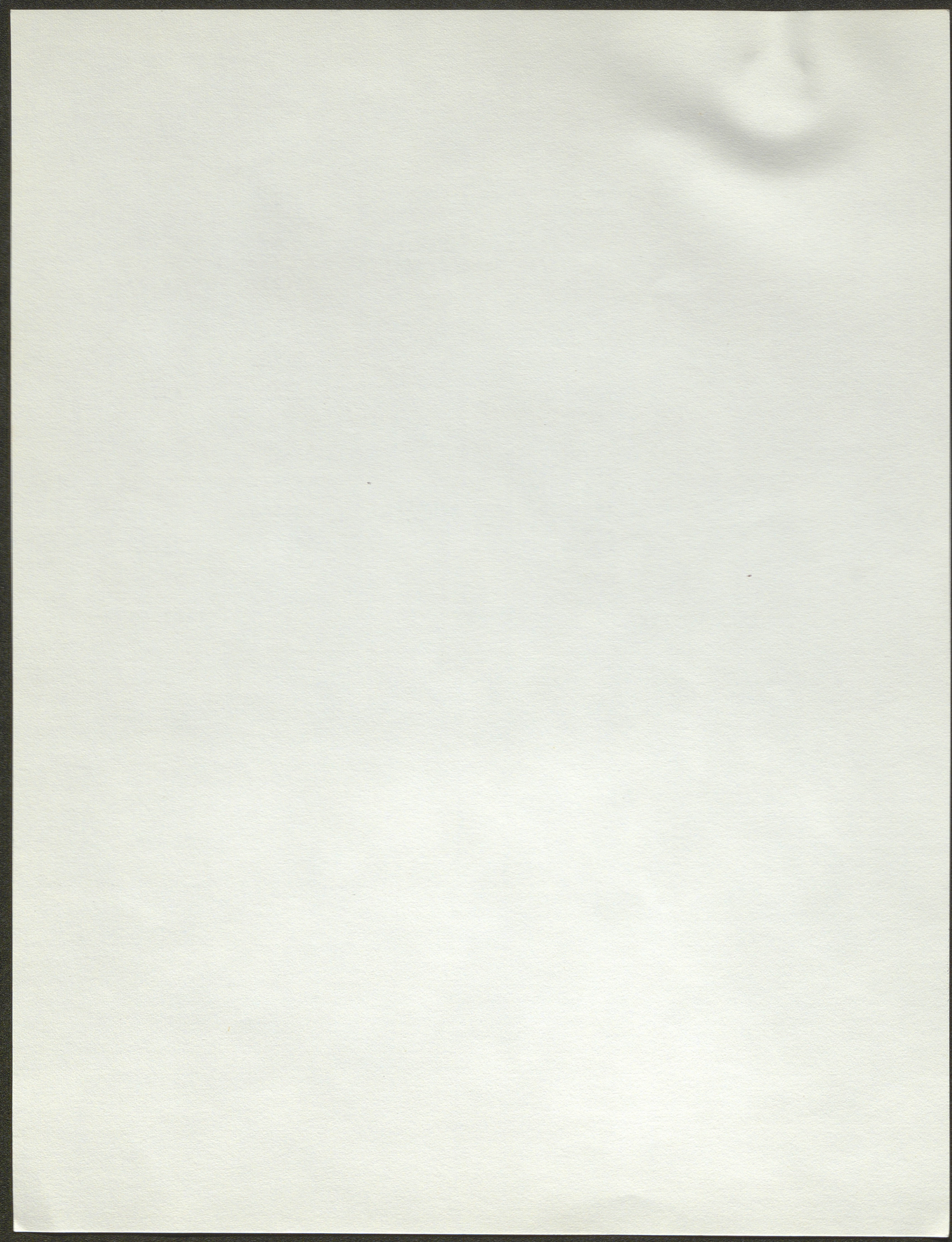
WTBU	14 30-sec spots @ 3.80	53.20	
	less 15%	<u>7.98</u>	
	TOTAL DUE	45.22	45.22

WHRB	12 30-sec spots @ 3.80	45.60	
	less 15%	<u>6.84</u>	
	SUB TOTAL	38.76	
	less 15% late penalty	<u>5.81</u>	
	(due 1/10, rec'd 2/9)		
	TOTAL DUE	32.95	<u>32.95</u>

TOTAL DUE IVY

\$102.40 ✓

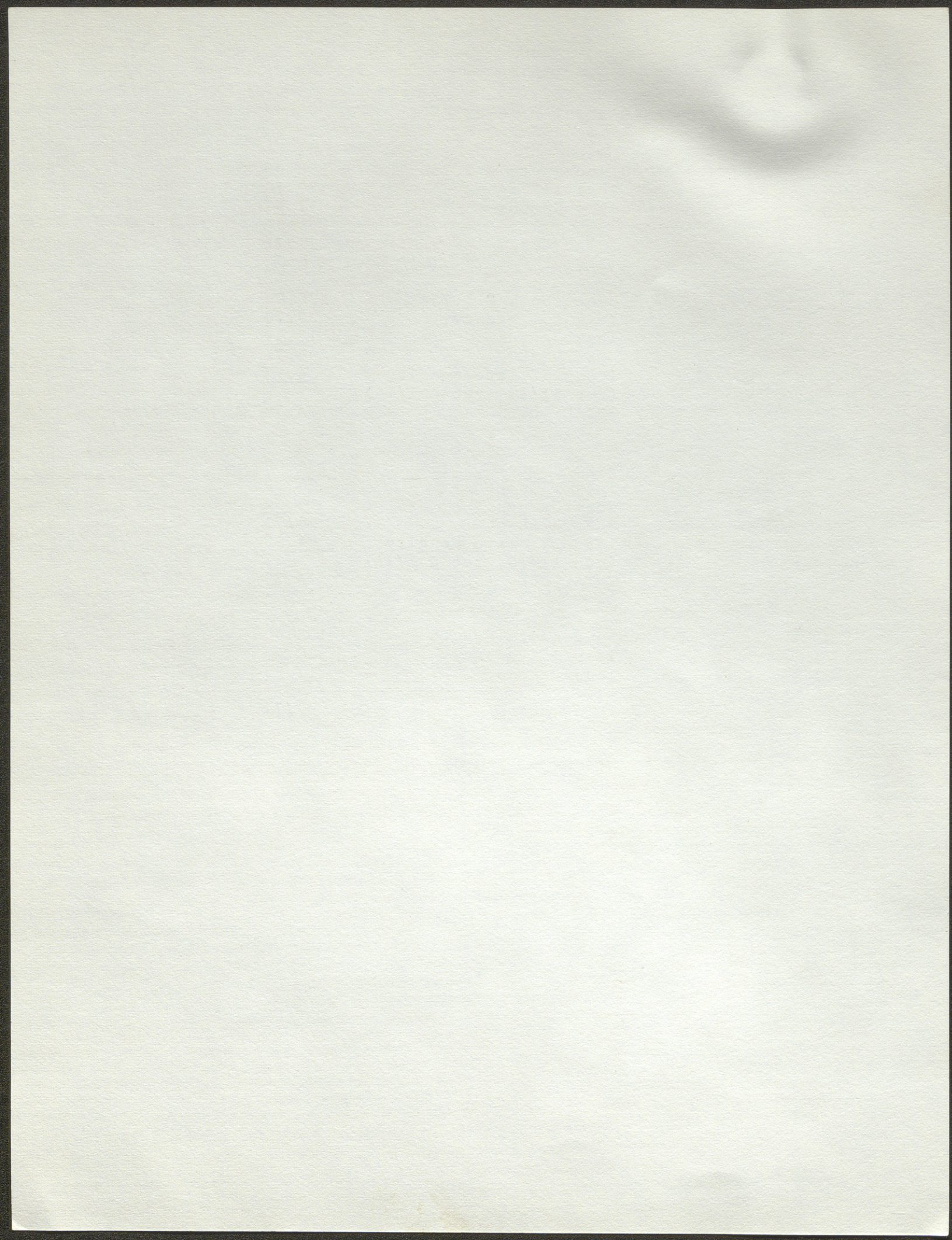
OK



AMPEX RECORDS - JESSE WINCHESTER

WTBU	24 60-sec spots @ 5.75	138.00	
	less 15% agency	20.70	
	less Campus	<u>17.59</u>	
	TOTAL DUE	99.71	99.71
WYBC	24 60-sec spots @ 5.75	138.00	
	less 15% agency	20.70	
	less Campus	<u>17.59</u>	
	SUB TOTAL	99.71	
	less 25% late penalty	<u>24.92</u>	
	(due 11/10, rec'd 1/14)		
	TOTAL DUE	74.79	74.79
WKCR	24 60-sec spots @ 5.75	138.00	
	less 15% agency	20.70	
	less Campus	<u>17.59</u>	
	SUB TOTAL	99.71	
	less 25% late penalty	<u>24.92</u>	
	(due 11/10, rec'd 1/14)		
	TOTAL DUE	74.79	74.79
WXPN	24 60-sec spots @ 5.75	138.00	
	less 15% agency	20.70	
	less Campus	<u>17.95</u>	
	TOTAL DUE	99.71	<u>99.71</u>
TOTAL DUE IVY			\$349.00 ✓

OK



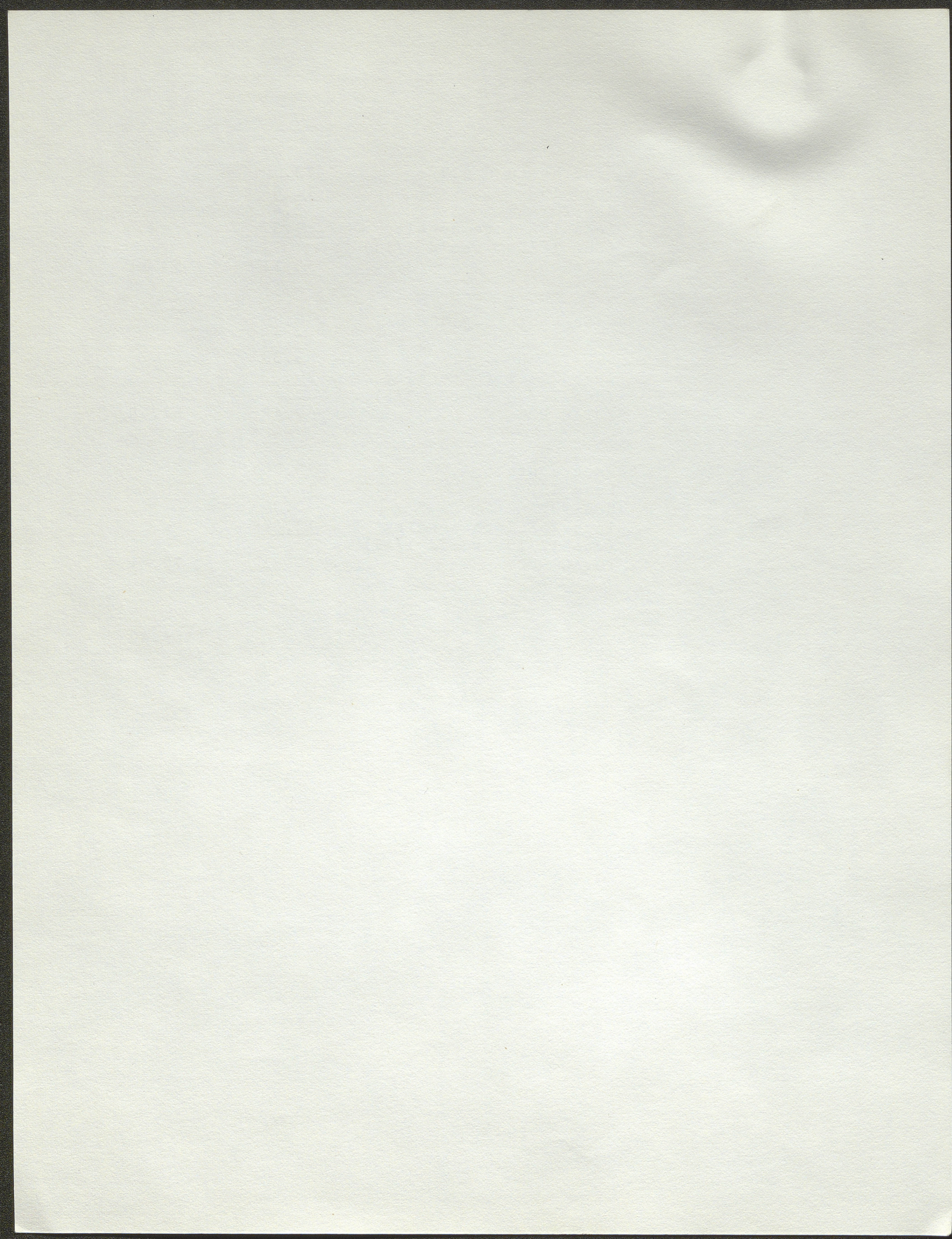
FLAP

WRUC	15 60-sec spots @ 4.90	73.50	
	less 15%	<u>11.02</u>	
	SUB TOTAL	62.48	
	less 15% late penalty	<u>9.37</u>	
	(due 12/10, rec'd 1/11)		
	TOTAL DUE	53.11	53.11
WVBC	20 60-sec spots @ 4.90	98.00	
	less 15%	<u>14.70</u>	
	SUB TOTAL	83.30	
	less 25% late penalty	<u>20.82</u>	
	(due 12/10, rec'd 3/8)		
	TOTAL DUE	62.48	62.48
WXPN	20 60-sec spots @ 4.90	98.00	
	Less 15%	<u>14.70</u>	
	SUB TOTAL	83.30	
	less 15% late penalty	<u>12.49</u>	
	(due 12/10, rec'd 1/11)		
	TOTAL DUE	70.81	<u>70.81</u>

TOTAL DUE IVY

\$186.40

OK



SPORTS ILLUSTRATED

WYBC	84 60-sec spots @ 4.90	411.60	
	less 15%	61.74	
	less Campus	52.47	
	SUB TOTAL	297.39	
	less 25% late penalty (Due 11/10, rec'd 1/4)	74.34	
	TOTAL DUE	223.05	223.05

WMS	63 60-sec spots @ 5.25	330.75	
	less 15%	49.61	
	less Campus	42.17	
	TOTAL DUE	238.97	238.97

WPRB	62 60-sec spots @ 5.25	325.50	
	less 15%	48.82	
	less Campus	41.50	
	TOTAL DUE	235.18	238.97

WXPB	NO SPOTS RUN		00.00
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NO!!

WDCR	48 68 60-sec spots @ 5.25 ^{5.50}	264.00 357.00	
	less 15%	53.55	39.60
	less Campus	45.51	33.66
	TOTAL DUE	257.94	190.74 <u>257.94</u>

TOTAL DUE IVY		\$955.14
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order said 48-

they ran
65-

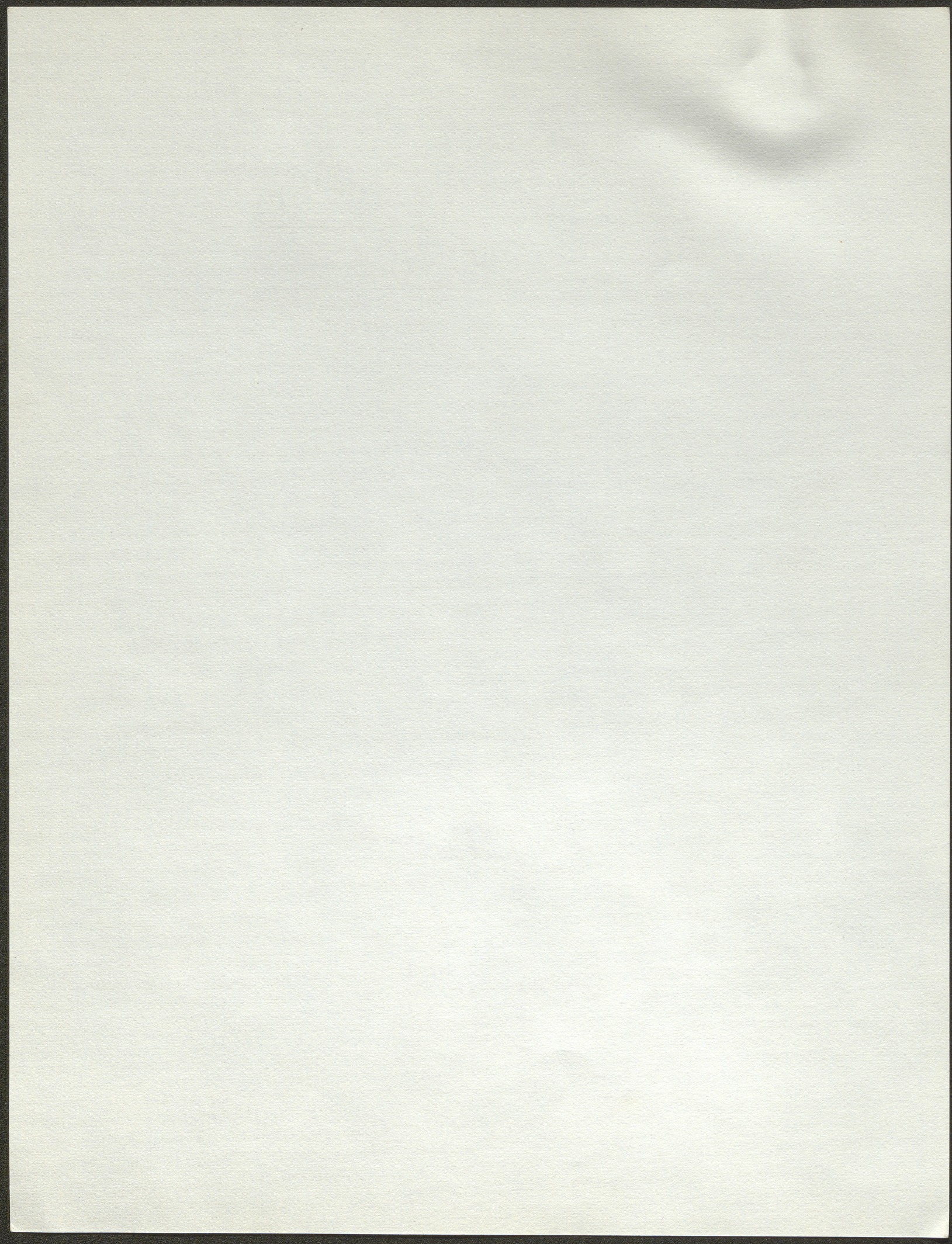
billed only 48 @ 5.50

They ordered another 20

65 @ 5.25 341.25
less 51.18
43.51

246.56 \$ 943.76

OK



MCA RECORDS (DECCA RECORDS)

This is a mess -
leaves in
stap
wybc

33

WYBC

41
33 60-sec spots @ 5.50247.50
181.50

less 15%

27.22 3713

less Campus

23.14 3151

SUB TOTAL

131.14 178.82

less 25% late penalty

32.78

(due 12/10, rec'd 2/11)

TOTAL DUE

98.36

98.36

Affs +
Bill for
45
Submitted
by WYBC

45

WVBC

44 60-sec spots @ 5.50

242.00

less 15%

36.30

less Campus

30.85

SUB TOTAL

174.85

less 25% late penalty

43.71

(due 12/10, rec'd 3/8)

TOTAL DUE

131.14

131.14

45

WTBU

45 60-sec spots @ 5.50

247.50

less 15%

37.12

Less Campus

31.55

TOTAL DUE

178.83

178.83

45

WTBS

45 60-sec spots @ 5.50

247.50

less 15%

37.12

less Campus

31.55

TOTAL DUE

178.83

178.83

24

WDCR

24 60-sec spots @ 5.75

138.00

less 15%

20.70

less Campus

17.59

TOTAL DUE

99.71

99.71

33

WRSU

32 60-sec spots @ 5.50

176.00

less 15%

26.40

less Campus

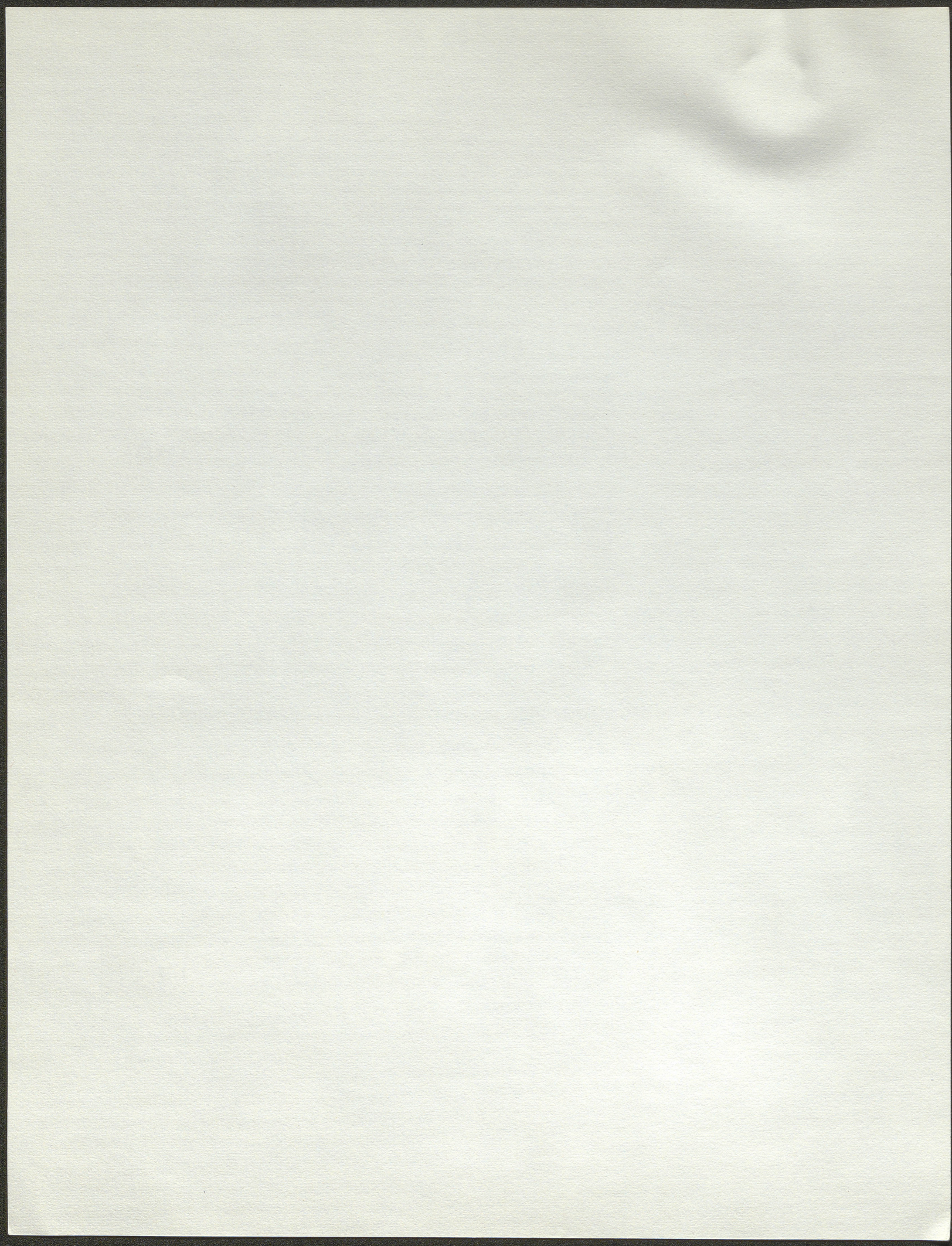
22.44

TOTAL DUE

127.16

127.16

Due to an
B'CAST order
being way out of
whack



MCA (pg 2)

24

WRUC	17 60-sec spots @ 5.75	97.75	
	less 15%	14.66	
	less Campus	12.46	
	SUB TOTAL	70.63	
	less 15% late penalty (due 12/10, rec'd 1/11)	10.59	
	TOTAL DUE	60.04	60.04

24

WLRN	30 24 60-sec spots @ 5.75 ^{5.50}	138.00	
	less 15%	20.70	
	less Campus	17.59	
	TOTAL DUE	99.71	99.71

45

WXPB	45 60-sec spots @ 5.50	247.50	
	less 15%	37.12	
	less Campus	31.55	
	SUB TOTAL	178.83	
	less 15% late penalty (due 12/10, rec'd 1/11)	26.82	
	TOTAL DUE	152.01	<u>152.01</u>

SUB TOTAL DUE IVY

\$1,125.79

LESS ADVANCE PAYMENT ON THIS ACCOUNT

807.43

TOTAL DUE IVY

\$318.36

11.25
28
90.00
225.00
311.50

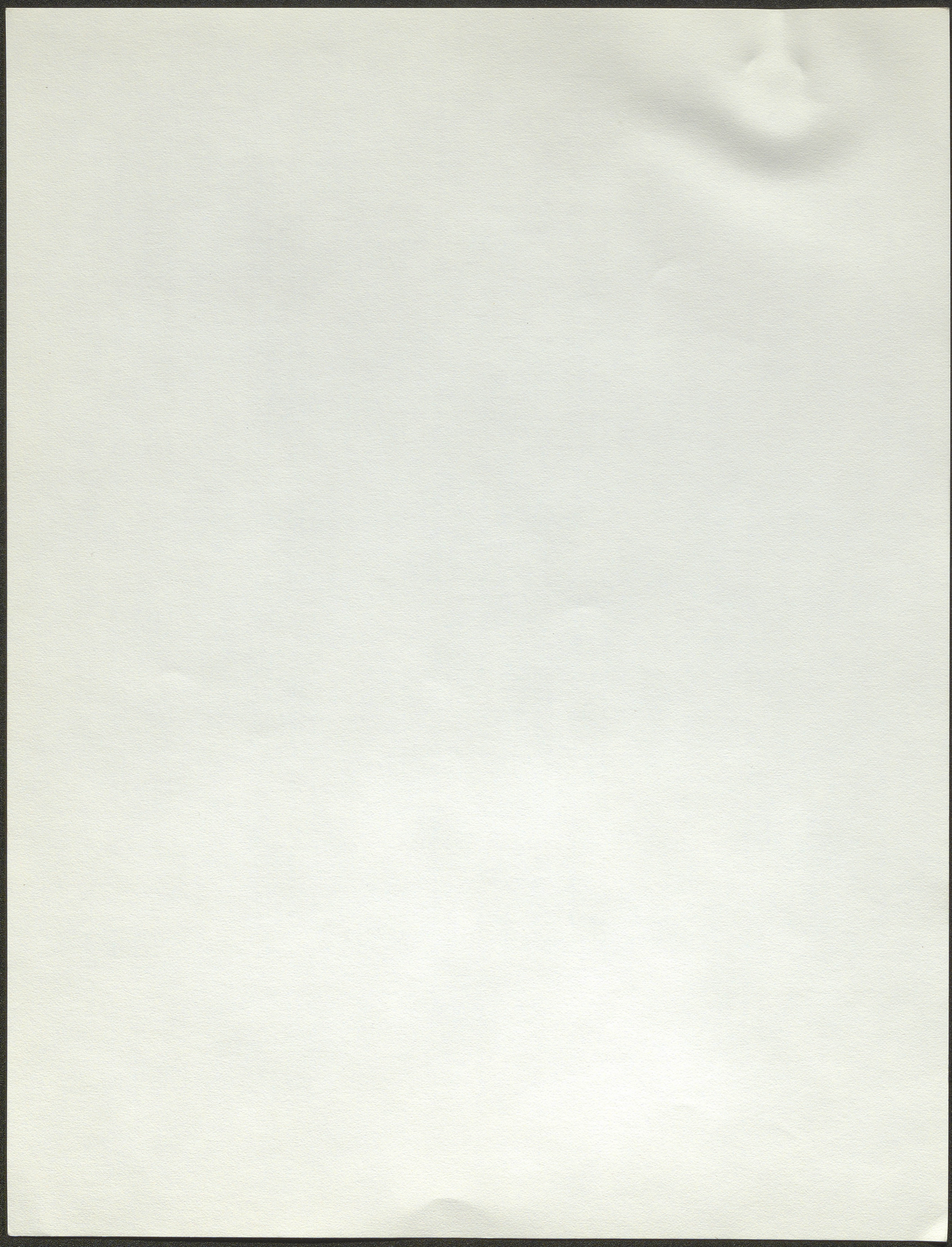
oh

58310
2330

ALLEGHENY AIRLINES ORDER #1

WYBC	40 60-sec spots @ 5.50	220.00	
	less 15%	33.00	
	less Campus	28.05	
	SUB TOTAL	158.95	
	less 20% late penalty	31.79	
	(due 12/10, rec'd 1/15)		
	TOTAL DUE	127.16	127.16
WTBU	40 60-sec spots @ 5.50	220.00	
	less 15%	33.00	
	less Campus	28.05	
	SUB TOTAL	158.95	
	less 5% late penalty	7.94	
	(due 12/10, rec'd 12/24)		
	TOTAL DUE	151.01	151.01
WHRB	40 60-sec spots @ 5.50	220.00	
	less 15%	33.00	
	less Campus	28.05	
	SUB TOTAL	158.95	
	less 25% late penalty	39.73	
	(due 12/10, rec'd 3/26)		
	TOTAL DUE	119.22	119.22
WTBS	35 60-sec spots @ 5.50	192.50	
	less 15%	28.87	
	less Campus	24.54	
	SUB TOTAL	139.09	
	less 5% late penalty	6.95	
	(due 12/10, rec'd 12/24)		
	TOTAL DUE	132.14	132.14
WPRB	40 60-sec spots @ 5.50	220.00	
	less 15%	33.00	
	less Campus	28.05	
	SUB TOTAL	158.95	
	less 5% late penalty	7.94	
	(due 12/10, rec'd 12/24)		
	TOTAL DUE	151.01	151.01

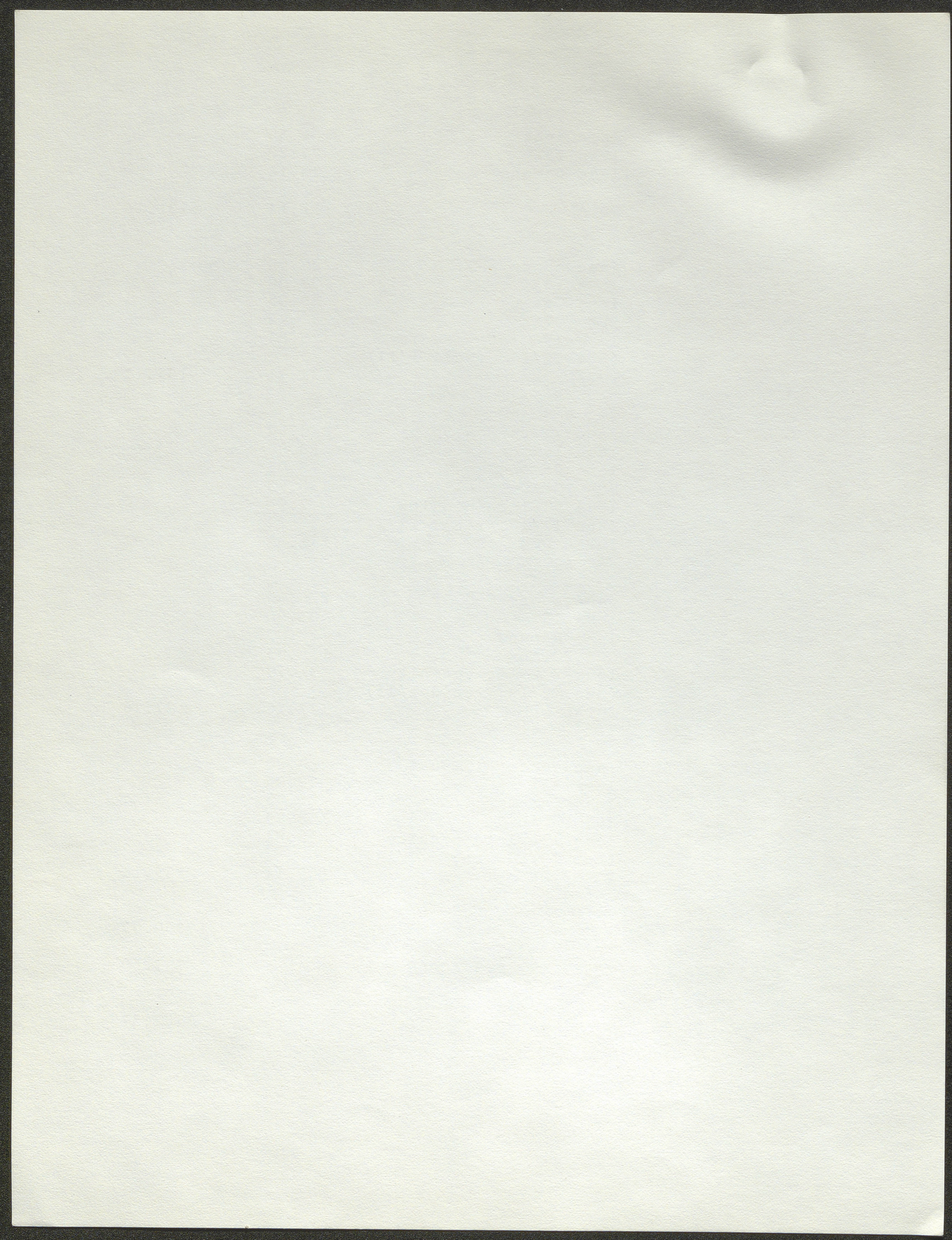
OK



ALLEGHENY #1 (pg 2)

WRSU	33 60-sec spots @ 5.50	181.50	
	less 15%	27.22	
	less Campus	<u>23.14</u>	
	TOTAL DUE	131.14	131.14
WRUC	40 60-sec spots @ 5.50	220.00	
	less 15%	33.00	
	less Campus	<u>28.05</u>	
	SUB TOTAL	158.95	
	less 15% late penalty	<u>23.84</u>	
	(due 12/10, rec'd 1/11)		
	TOTAL DUE	135.11	135.11
WLRN	40 60-sec spots @ 5.50	220.00	
	less 15%	33.00	
	less Campus	<u>28.05</u>	
	SUB TOTAL	158.95	
	less 5% late penalty	<u>7.94</u>	
	(due 12/10, rec'd 12/24)		
	TOTAL DUE	151.01	151.01
WXPN	40 60-sec spots @ 5.50	220.00	
	less 15%	33.00	
	less Campus	<u>28.05</u>	
	SUB TOTAL	158.95	
	less 20% late penalty	<u>31.79</u>	
	(due 12/10, rec'd 1/15)		
	TOTAL DUE	127.16	127.16
WKCR	40 60-sec spots @ 5.50	220.00	
	less 15%	33.00	
	less Campus	<u>28.05</u>	
	SUB TOTAL	158.95	
	less 15% late penalty	<u>23.84</u>	
	(due 12/10, rec'd 1/11)		
	TOTAL DUE	135.11	<u>135.11</u>
SUB TOTAL			\$1,360.07
LESS ADVANCE PAYMENT ON THIS ACCOUNT			<u>797.50</u>
TOTAL DUE IVY			\$562.57

OK

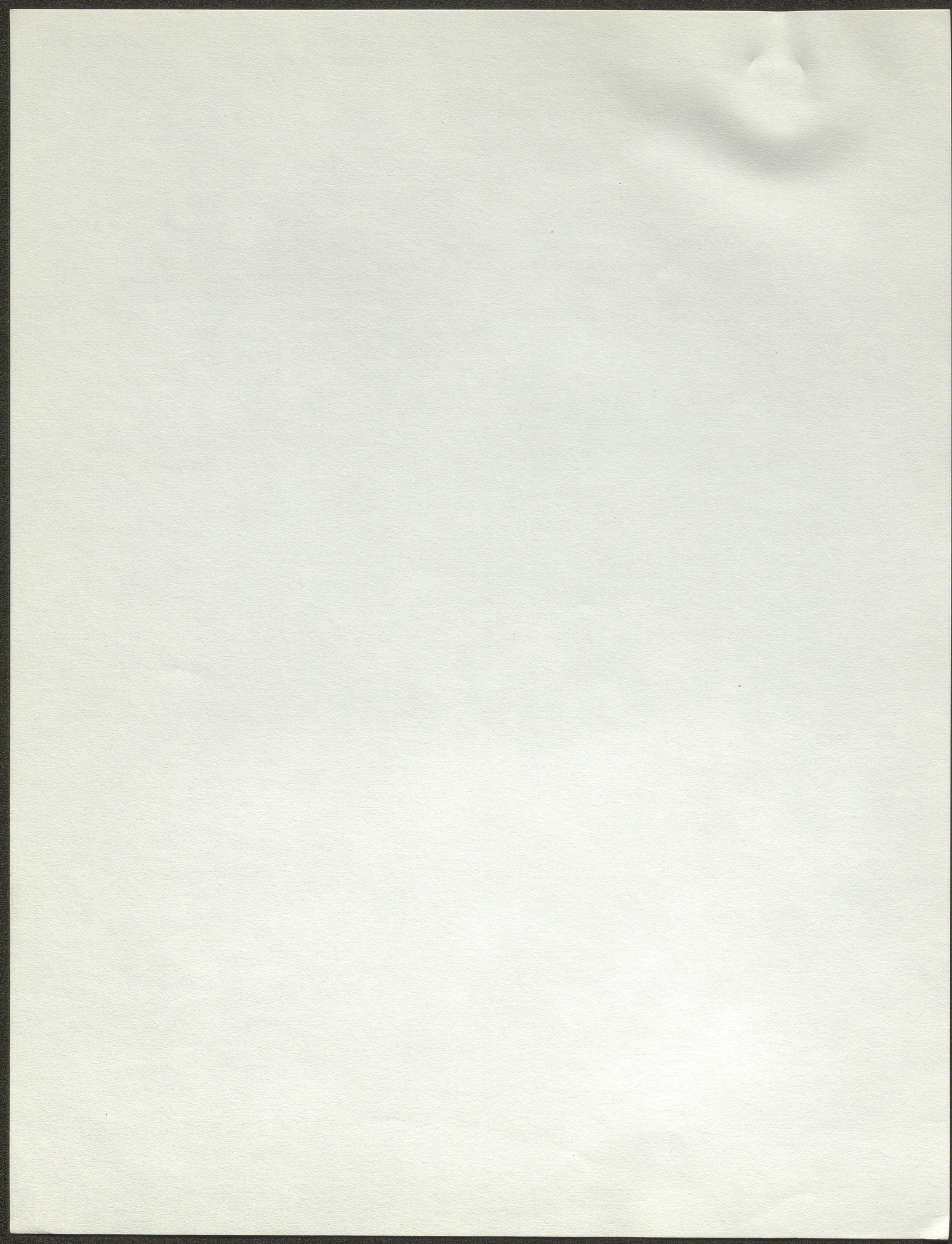


ALLEGHENY AIRLINES ORDER #2

WYBC	27 60-sec spots @ 5.50	148.50	
	less 15%	22.27	
	less Campus	18.93	
	SUB TOTAL	107.30	
	less 15% late penalty (due 1/10, rec'd 2/11)	16.09	
	TOTAL DUE	91.21	91.21
WTBU	35 60-sec spots @ 5.50	192.50	
	less 15%	28.87	
	less Campus	24.54	
	TOTAL DUE	139.09	1139.09
WHRB	27 60-sec spots @ 5.50	148.50	
	less 15%	22.27	
	less Campus	18.93	
	SUB TOTAL	107.30	
	less 15% late penalty (due 1/10, rec'd 2/9)	16.09	
	TOTAL DUE	91.21	91.21
WTBS	32 60-sec spots @ 5.50	176.00	
	less 15%	26.40	
	less Campus	22.44	
	TOTAL DUE	127.16	127.16
WPRB	35 60-sec spots @ 5.50	192.50	
	less 15%	28.87	
	less Campus	24.54	
	TOTAL DUE	139.09	139.09
WKCR	35 60-sec spots @ 5.50	192.50	
	less 15%	28.87	
	less Campus	24.54	
	TOTAL DUE	139.09	139.09

WRSU? left with
we filled & have
affs.

OK



ALLEGHENY AIRLINES #2 (pg 2)

WLRN	35 60-sec spots @ 5.50	192.50	
	less 15%	28.87	
	less Campus	<u>24.54</u>	
	TOTAL DUE	139.09	139.09
WXPB	35 60-sec spots @ 5.50	192.50	
	less 15%	28.87	
	less Campus	<u>24.54</u>	
	TOTAL DUE	139.09	<u>139.09</u>
TOTAL DUE IVY			\$1,144.12

WRSU

WRSU

35 60's @ 5.50
 192.50
 28.87
24.54
 139.09

OK

